

**A RESOLUTION BY  
TRANSPORTATION COMMITTEE**

**08- R-2302**

**A RESOLUTION AUTHORIZING THE MAYOR TO EXECUTE AN AGREEMENT WITH ERA SYSTEMS CORPORATION, FOR FC-4730 AIRPORT SURFACE MANAGEMENT SYSTEM AT HARTSFIELD-JACKSON ATLANTA INTERNATIONAL AIRPORT, IN AN AMOUNT NOT TO EXCEED \$8,000,000 OVER A FIVE YEAR PERIOD; TO BE CHARGED AND PAID FROM CCID 5501 (AIRPORT REVENUE FUND) 180312 (OPERATIONS) 5213001 (PROFESSIONAL SERVICES) 7563000 (AIRPORT) AND FOR OTHER PURPOSES.**

**WHEREAS**, the City of Atlanta (the "City") owns and operates the Hartsfield-Jackson Atlanta International Airport (the "Airport"); and

**WHEREAS**, the Department of Procurement published a request for proposal on behalf of the Department of Aviation (FC-4730 Airport Surface Management System at Hartsfield-Jackson Atlanta International Airport) to provide the airport with operational capabilities such as aircraft surveillance, decision support capabilities, deicing pad management, and landing fee revenue identification; and

**WHEREAS**, the Aviation General Manager and the Chief Procurement Officer recommend that an agreement is executed with ERA Systems Corporation for FC-4730 Airport Surface Management System at Hartsfield-Jackson Atlanta International Airport.

**NOW, THEREFORE, BE IT RESOLVED BY THE COUNCIL OF THE CITY OF ATLANTA, GEORGIA**, that the Mayor is authorized to execute an agreement with ERA Systems Corporation for FC-4730 Airport Surface Management System at Hartsfield-Jackson Atlanta International Airport in an amount not to exceed \$8,000,000. Payments will be made as follows:

\$600,000.00 from January 1, 2009 through June 30, 2009  
\$3,500,000.00 from July 1, 2009 through June 30, 2010  
\$1,000,000.00 from July 1, 2010 through June 30, 2011  
\$1,000,000.00 from July 1, 2011 through June 30, 2012  
\$1,000,000.00 from July 1, 2012 through June 30, 2013  
\$900,000.00 from July 1, 2013 through December 31, 2013

**BE IT FURTHER RESOLVED**, the initial term of the agreement is five (5) years, with two (2), three (3) year renewal options at the City's sole discretion.

**BE IT FURTHER RESOLVED**, that the City Attorney is directed to prepare an appropriate agreement for execution by the Mayor.

**BE IT FURTHER RESOLVED**, that the agreement shall not become binding upon the City and the City shall incur no liability until the agreement is executed by the Mayor, attested to by the Municipal Clerk, approved as to form by the City Attorney, and delivered to ERA Systems Corporation.

**BE IT FINALLY RESOLVED**, that all contracted services will be charged to and paid from CCID 5501 (Airport Revenue Fund) 180312 (Operations) 5213001 (Professional Services) 7563000 (Airport).

**Part II: Legislative White Paper:** (This portion of the Legislative Request Form will be shared with City Council members and staff)

**A. To be completed by Legislative Counsel:**

Committee of Purview:

Caption:

Council Meeting Date:

Requesting Dept.:

FAC Confirmed by:

**B. To be completed by the department:**

**1. Please provide a summary of the purpose of this legislation (Justification Statement).**

The City of Atlanta, as owner and operator of Hartsfield-Jackson Atlanta International Airport, must ensure safe and efficient airfield operations for all aircraft operating at the Airport. The Airport Surface Management System will provide real-time information to DOA, ramp controllers, airline, and FAA personnel involved in managing the flow of aircraft.

**2. Please provide background information regarding this legislation.**

The Surface Management System (SMS) is a decision support tool designed to assist the users in collaboratively managing the movement of aircraft on the surface of the airport. Accurate surface surveillance will provide the real-time display of location and identity (i.e. call sign) of aircraft on the ground, to include at the gate. SMS will provide accurate predictions of the future demand and how that demand will affect airport resources – information that is not currently available.

SMS will allow users to significantly improve operations and reduce delays by providing:

- High quality aircraft surveillance
- Situational awareness
- Real-time updates
- Queue length management
- Real-time and historical analyses capability
- Predictive capabilities
- The right information to the right people, at the right time

Providing common situational awareness will enable users to optimize:

- Gate occupancy
- Departure taxi sequence and flows
- Arrival taxi sequence and flows
- Pushback sequences
- Deicing sequences
- Leveraging of available resources
- The capability to measure performance and build metrics

This system will also capture all aircraft landing information to be used in the identification and collection of aircraft landing fees. This information will be accessed through the existing PropWorks system.

Entering into a contract with Era Systems Corporation is in the best interest of the City of Atlanta and the Department of Aviation. Base cost of this contract is \$8,000,000.00 for the entire term of the initial 5 year contract.

Era Systems Corporation will provide this service to the Department of Aviation. No equipment or software will be purchased.

**3. If Applicable/Known:**

- (a) **Contract Type (e.g. Professional Services, Construction Agreement, etc):**
- (b) **Source Selection:**
- (c) **Bids/Proposals Due:**
- (d) **Invitations Issued:**
- (e) **Number of Bids:**
- (f) **Proposals Received: 2**
- (g) **Bidders/Proponents: 2**
- (h) **Term of Contract:** Initial term of five (5) years, with two (2) three (3) year renewal options at the City's sole discretion.

**4. Fund Account Center (Ex. Name and number):** Fund 5501, Department 180312, Account 5213001, Function Activity 7563000

**5. Source of Funds:** Airport Revenue Fund

**6. Fiscal Impact:**

**7. Method of Cost Recovery:** The Airlines have approved a Majority-In-Interest Ballot allowing \$7,000,000.00 to be received from the air carriers through the payment of landing fees.

**This Legislative Request Form Was Prepared By:** Paul Meyer

\$131,500 in landing fee revenue was not recovered. Over a 12 month period, this would equal \$789,000 in lost revenue. This does not include possible losses from other sources such as general aviation, charter, maintenance aircraft, or cargo carriers that were not fully examined in the audit.

**Evaluation Team:**

Risk Management, User Agency, Office of Contract Compliance.

**Term of Contract:**

Term is (5) years, with two (2), three (3) year renewal options at the City's sole discretion.

**PAETO:**

5501 (Airport Revenue Fund) 180312 (Operations) 5213001  
(Professional Services) 7563000 (Airport)

**Prepared By:**

Derek East, Contracting Officer

CITY OF ATLANTA  
DEPT. OF PROCUREMENT

08 NOV 12 AM 10: 09



CITY OF ATLANTA

SUITE 1700

55 TRINITY AVENUE, SW

ATLANTA, GA 30303

(404) 330-6010 Fax: (404) 658-7359

Internet Home Page: [www.atlantaga.gov](http://www.atlantaga.gov)

Shirley Franklin  
Mayor

OFFICE OF CONTRACT COMPLIANCE

Hubert Owens

Director

[howens@atlantaga.gov](mailto:howens@atlantaga.gov)

MEMORANDUM

TO: Adam L. Smith Esq.  
Chief Procurement Officer

FROM: Hubert Owens *(H) L.S.*  
Director – Office of Contract Compliance

RE: FC- 4730, Airport Surface Management System

DATE: November 10, 2008

The Office of Contract Compliance has evaluated Two (2) Proposal/Bids for minority and female business enterprise participation. The proponents are eligible under Section 2-1449(a) (2) (C). Two (2) of the proponents have been deemed responsive by the Office of Contract Compliance. For your information, the proponents have committed to utilizing M/FBEs as indicated below:

<b>Era Systems Corporation</b>		<b>15 pts</b>
Landers Enterprises	AABE	13.60%
Diversified Technologies	AABE	2.13 %
<u>Accura Engineering</u>	FBE	10.51 %
<b>Total Participation</b>		<b>26.24 %</b>
<b>(Responsive)</b>		

<b>Sensis Corporation</b>		<b>15 pts .</b>
<u>Accura Engineering</u>	FBE	17.00%
<b>Total Participation</b>		<b>17.00%</b>
<b>(Responsive)</b>		

If you have questions, please contact me at (404) 330-6486 or Max Lipscomb at (404) 330-6241.

cc: File  
Derek East, DOP



CITY OF ATLANTA  
DEPT. OF PROCUREMENT

08 NOV -3 PM 12:21

## CITY OF ATLANTA

SHIRLEY FRANKLIN  
MAYOR

DEPARTMENT OF AVIATION  
HARTSFIELD - JACKSON ATLANTA INTERNATIONAL AIRPORT  
6000 N. TERMINAL PARKWAY  
SUITE 4000 - ATRIUM  
P. O. BOX 20509  
ATLANTA, GEORGIA 30320  
TEL (404) 530-6600  
FAX (404) 530-6635

BENJAMIN R. DECOSTA  
AVIATION GENERAL MANAGER

To: Adam Smith, Chief Procurement Officer  
Department of Procurement *Bew*

From: Benjamin DeCosta, A.A.E., Aviation General Manager  
Department of Aviation

Date: October 31, 2008

Subject: Recommendation for Negotiations: Contract FC-4730 Airport  
Surface Management System

The Department of Aviation has completed its evaluation of all qualified proponents for Contract FC-4730 and would like to enter into negotiations with Era Beyond Radar. This proponent was deemed the most responsive and best qualified proponent. Attached is the evaluation committee's Evaluation of Proposals form for your review.

Era Beyond Radar provided the most thorough solution regarding persistence aircraft surveillance, advanced technology, decision support capabilities, aircraft landing fee revenue management, and customer support. The evaluation committee strongly believes ERA's proposed solution offers a number of unique advantages that set it apart from other surface management systems.

If you have any questions or require additional information please contact Steven Joseph at 404-209-5218.



**Airport Surface Management System  
FC-4730  
Evaluation of Proposals**

RELATIVE WEIGHT	GRADED ITEM	SCORE	ERA	Sensis
10	Executive Summary (Cover Letter and Detailed Executive Summary)		9	4
10	Organizational Structure		10	4
15	Operations and Management Plan		10	12
15	Key Personnel/Resumes		13	10
20	System Capabilities		20	13
5	Financial Capacity to Perform Services		1	5
10	Cost Proposal		10	10
15	EBO Plan		15	15
100	TOTAL SCORE		88	73

TRANSMITTAL FORM FOR LEGISLATION

TO: MAYOR'S OFFICE

ATTN: GREG PRIDGEON

Dept.'s Legislative Liaison: Anita Williams

Contact Number: 404-530-6600

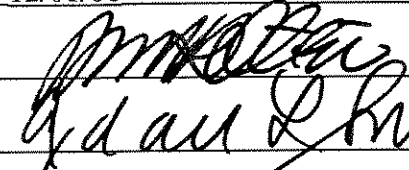
Originating Department: Aviation

Committee(s) of Purview: Transportation

Chief of Staff Deadline: 11/12/08

Anticipated Committee Meeting Date(s): 11/26/08

Anticipated Full Council Date: 12/01/08

Commissioner Signature: 

Chief Procurement Officer Signature: 

**CAPTION**

A RESOLUTION AUTHORIZING THE MAYOR TO EXECUTE AN AGREEMENT WITH ERA CORPORATION, FOR FC-4730 AIRPORT SURFACE MANAGEMENT SYSTEM AT HARTSFIELD-JACKSON ATLANTA INTERNATIONAL AIRPORT, IN AN AMOUNT NOT TO EXCEED \$8,000,000 OVER A FIVE YEAR PERIOD; TO BE CHARGED TO AND PAID FROM CCID 5501 (AIRPORT REVENUE FUND) 180312 (OPERATIONS) 5213001 (PROFESSIONAL SERVICES) 7563000 (AIRPORT) AND FOR OTHER PURPOSES.

FINANCIAL IMPACT (if any) \$8,000,000

Mayor's Staff Only

Received by CPO: \_\_\_\_\_ Received by LC from CPO: \_\_\_\_\_  
(date) (date)

Received by Mayor's Office:  11/12/08 Reviewed by: 11/14/08   
(date) (date)

Submitted to Council: \_\_\_\_\_  
(date)